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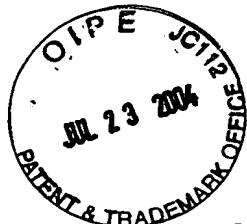
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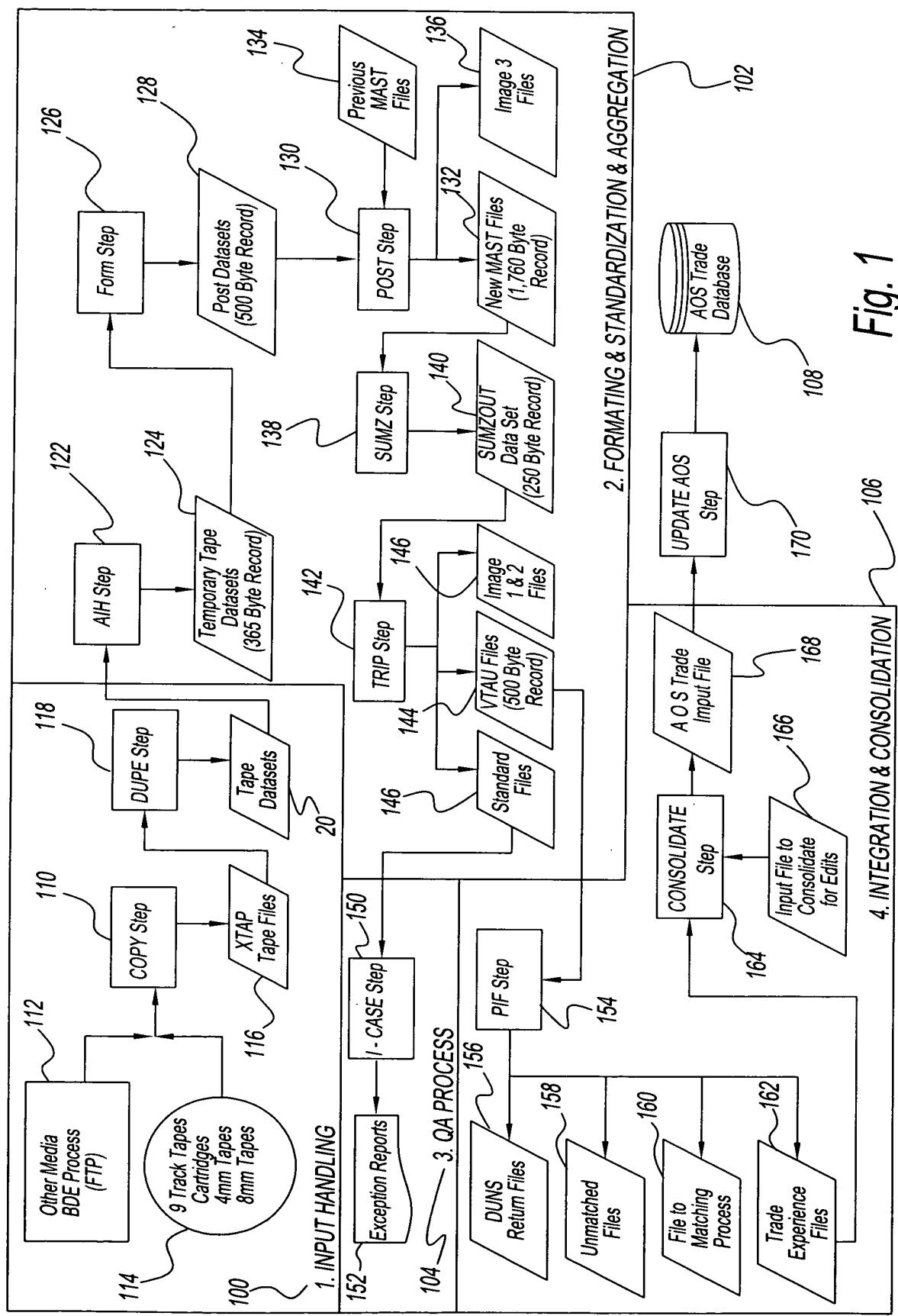


Fig. 1

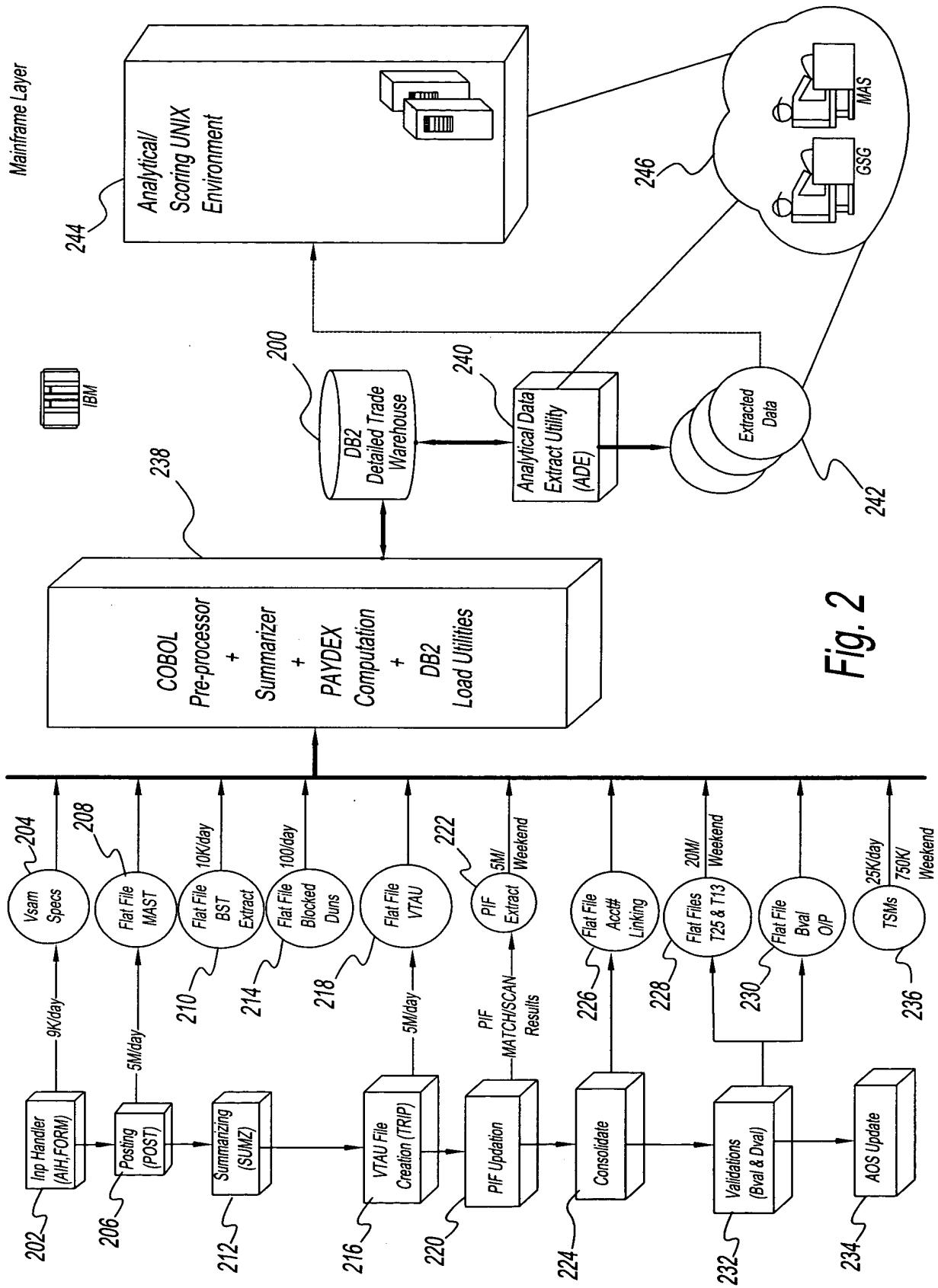


Fig. 2

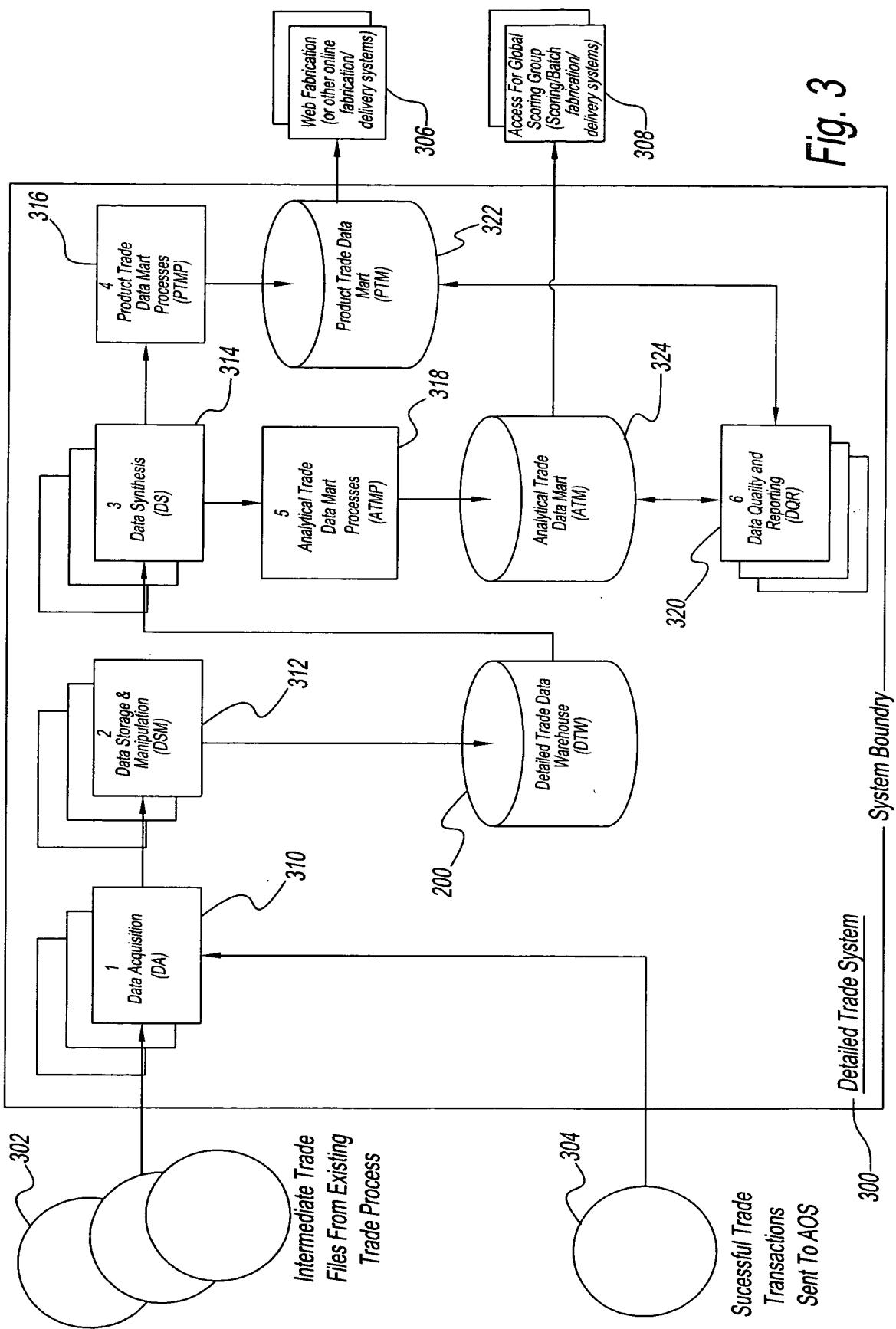


Fig. 3

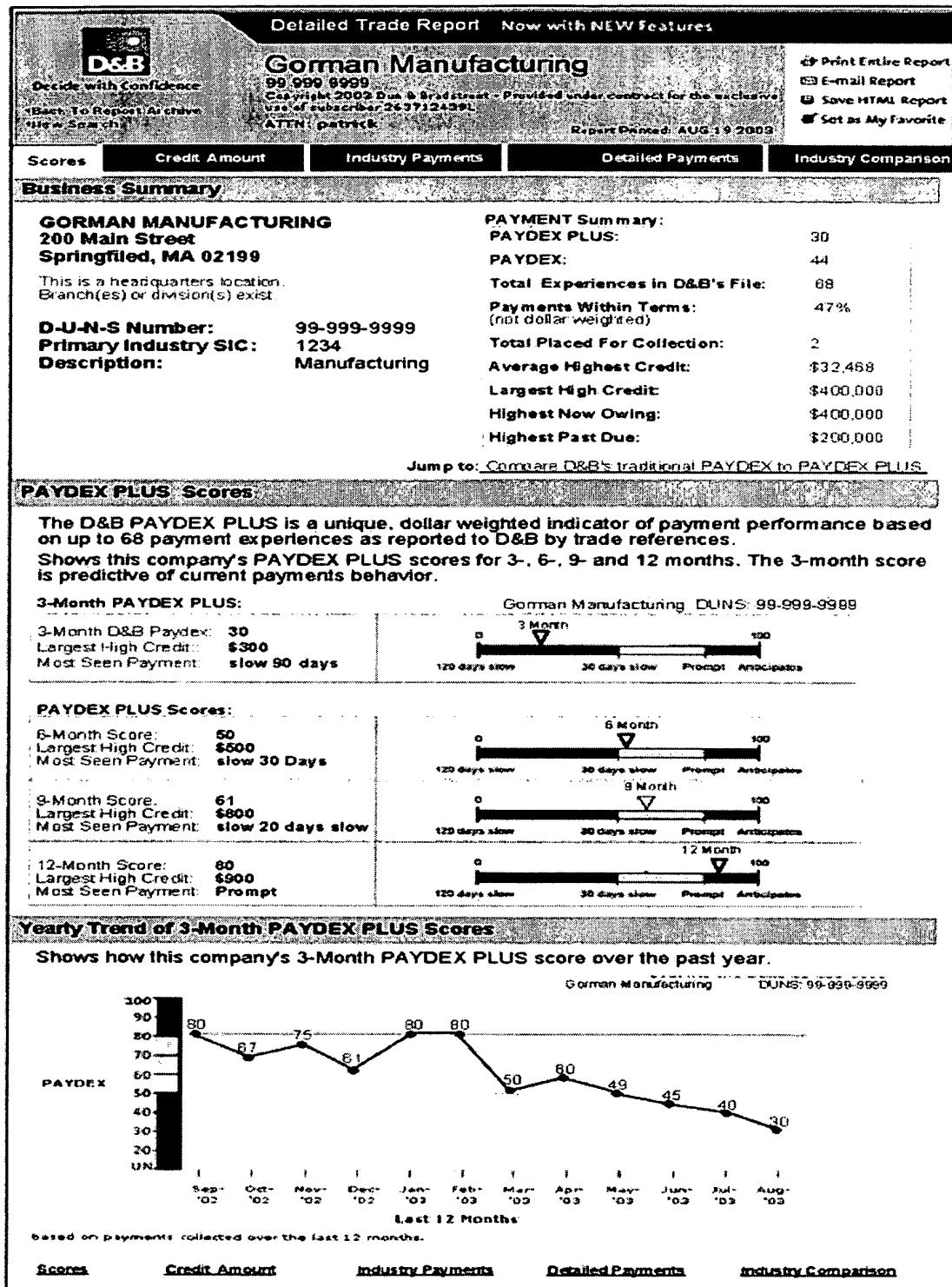


Fig. 4A

**Detailed Trade Report Now with NEW Features**

**Gorman Manufacturing**  
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Report Printed: AUG 19 2003

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**Scores**   **Credit Amount**   **Industry Payments**   **Detailed Payments**   **Industry Comparison**

**PAYDEX Plus Score by Size of Credit**

Shows scores by dollar amount of credit extended.

Total # of Experiences: 90  
Largest High Credit: \$200,000

Gorman Manufacturing   DUNS: 99-999-9999

Size of Credit Line (\$)	Current Trend	3 Month	PAYDEX Plus Score		
			6 Month	9 Month	12 Month
100,000 +	↓	30	60	60	80
50,000 to 99,000	↓	30	60	60	80
5,000 to 49,000	↓	30	60	60	60
1,000 to 4,999	↔	60	60	60	80
Under 1,000	↔	80	80	80	80

Primary Industry values based on trade data collected over the past 12 months

**Payment Habit by Size of Credit**

Shows experiences, total dollar amount, and manner of payment by credit extended.

Total # of Experiences: 90  
Largest High Credit: \$200,000

Gorman Manufacturing   DUNS: 99-999-9999

Size of Credit Line (\$)	Total Exp.	Total (\$M)	Manner of Payment (%)				
			Prompt	1-30	31-60	61-90	91+
100,000 +	18	700	20	25	25	25	5
50,000 to 99,000	18	400	20	25	25	25	5
15,000 to 49,000	18	980	20	25	25	25	5
1,000 to 4,999	18	50	20	25	25	25	5
Under 1,000	18	45	20	25	25	25	5

Primary Industry values based on trade data collected over the past 12 months

**Scores**   **Credit Amount**   **Industry Payments**   **Detailed Payments**   **Industry Comparison**

Fig. 4B

**Detailed Trade Report Now with NEW Features**

**Gorman Manufacturing**  
99-999-9999  
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Report Printed: Aug 3, 2003

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Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

**PAYDEX Plus® Payment to Industry**

Shows how this company pays to industries. [Export to Excel/Spreadsheet](#)

Total # of Experiences: 90  
Largest High Credit: \$200,000

Gorman Manufacturing DUNS: 99-999-9999

Industry	Current Trend	3 Month	PAYDEX Plus Score		
			6 Month	9 Month	12 Month
Nonclassified	↓	30	60	60	80
Semiconductor	↓	30	60	60	80
Widget	↓	30	60	60	60
Steel	↔	60	60	60	80
Trucking non-local	↔	80	80	80	80
Mining	↓	30	60	60	80

Primary industry values based on trade data collected over the past 12 months.

Don't see your industry? You can search for it here. [Export to Excel/Spreadsheet](#)

Enter your company's SIC: 15432 [Show this industry](#)

Industry	Current Trend	3 Month	PAYDEX Plus Score		
			6 Month	9 Month	12 Month
Advertising Agency	↓	30	60	60	80

Primary industry values based on trade data collected over the past 12 months.

Scores Credit Amount Industry Payments Detailed Payments Industry Comparison

Fig. 4C

Detailed Trade Report Now with NEW Features											
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Decision with Confidence 99.9% Accuracy <a href="#">Back To Report Archive</a> <a href="#">Show Search</a>		Open to Business since <b>December 1996</b> . Provided under contract for the exclusive benefit of clients of D&B.									
Report Printed: AUG 19 2003											
Scores	Credit Amount	Industry Payments	Detailed Payment History	Industry Comparison							
Payment Experiences											
Payment experiences reflect how bills are met in relation to the terms granted. In some instances payment beyond terms can be the result of disputes over merchandise, skipped invoices etc.											
Each experience shown is from a separate supplier. Updated trade experiences replace those previously reported.											
<a href="#">Export to Excel Spreadsheet</a>											
Gorman Manufacturing      DUNS: 99-999-9999											
Date	12-Month Payment Record	12-Month Largest Month Credit	Total Overall	Total Past Due	Past due up to 30 days	As of date	Past due up to 60 days	Past due up to 90 days	Past due > 90 days	Issues of Sale	Date of Last Sale
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	20,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	60,000	30,000	30,000	6,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow30	60,000	60,000	60,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	2-3 months
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06/2002	Slow30	40,000	30,000	25,000	25,000	0	0	0	0	N30	1 month
06/2002	Slow30	50,000	30,000	30,000	5,000	15,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Prompt to Slow60	25,000	20,000	20,000	0	10,000	10,000	10,000	10,000	N30	2-3 months
06/2002	Slow90	60,000	60,000	60,000	0	40,000	10,000	10,000	10,000	N30	2-3 months
05/2002	Slow90 to 120	55,000	50,000	45,000	0	20,000	15,000	10,000	10,000	N30	2-3 months
04/2002	Prompt	5,000	1,000	0	0	0	0	0	0	N30	1 month
06/2002	Prompt	10,000	5,000	5,000	5,000	0	0	0	0	N30	1 month
06											

Fig. 4D

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**Scores** **Credit Amount** **Industry Payments** **Detailed Payments** **Industry Comparison**

**Compare PAYDEX PLUS Comparison to industry Model Recent Quarter Q2 2003**

Shows how this company's 3-Month PAYDEX PLUS score compares to its industry.

German Manufacturing SIC: 1234 Number of Firms: 186

**PAYDEX PLUS Scores:**

Gorman:	30
Industry Median:	59
Top firms: (scoring higher)	>80
Lower firms: (scoring lower)	<30

Primary Industry values based on trade data collected over the most recent quarter

[Jump to: Compare D&B's traditional PAYDEX to PAYDEX PLUS](#)

**Yearly Trend of Industry 3-Month PAYDEX PLUS Scores**

Shows how this company's PAYDEX PLUS score compares over time to its industry.

German Manufacturing SIC: 1234 Number of Firms: 186

Last 12 Months

Based on payments collected over the last 4 quarters.

**Score Comparison Key:** This business Industry Median

- The current PAYDEX Plus for this Business is 61, or equal to 22 days beyond terms.
- The present industry median score is 59, or equal to 30 days beyond terms.

**Scores** **Credit Amount** **Industry Payments** **Detailed Payments** **Industry Comparison**

Fig. 4E